

Message Text

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EUR/CE:RCASAGRANDE(INFO)

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P 141446Z SEP 76

FM SECSTATE WASHDC

TO AMEMBASSY BONN PRIORITY

AMCONSUL FRANKFURT

AMCONSUL HAMBURG

UNCLAS STATE 226936

E.O. 11652: N/A

TAGS: EFIN, IT

SUBJECT: EXPORT FINANCING

1. EXIMBANK REQUESTS YOUR ASSISTANCE IN ARRANGING MEETINGS AND HOTEL ACCOMMODATIONS FOR VISIT BY SENIOR VICE PRESIDENT STEPHAN M. MINIKES, ACCOMPANIED BY MARC M. GOLOVEN AND DAVID M. CHENEY. PROPOSED PURPOSE OF VISIT IS TO EXCHANGE INFORMATION AND OPERATING DATA WITH EXPORT CREDIT AND INSURANCE AGENCY REPRESENTATIVES AND OTHERS REGARDING DEVELOPMENTS IN GERMAN EXPORT CREDIT AND INSURANCE PROGRAMS AND TO REVIEW IMPLEMENTATION OF THE RECENT DECLARATIONS ON EXPORT CREDIT PRACTICES. VISITORS WILL WANT TO DISCUSS: DISTRIBUTION OF GOVERNMENT-SUPPORTED EXPORT CREDITS BY INTEREST RATE, MATURITY, AND MARKET CATEGORY; FORECASTS OF ACTIVITY FOR CALENDAR YEAR 1976 AND BEYOND; EXPERIENCE WITH SPECIAL EXPORT INCENTIVE PROGRAMS; AND WHAT CAN BE DONE TO IMPROVE QUALITY AND TIMELINESS OF INFORMATION EXCHANGES.

2. MESSRS CHANEY AND GOLOVEN ARRIVE FRANKFURT SEPT 23 FROM
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ROME ON ALITALIA FLT 420. MINIKES AND GOLOVEN WILL TAKE TRAIN FROM FRANKFURT TO BONN SEPT 25 AND WILL FLY FROM BONN-COLOGNE

TO HAMBURG SEPT 27 ON LUFTHANSE FLT 776. THEY WILL DEPART HAMBURG SEPT 28 ON LUFTHANSE FLT 122 TO PARIS. MR CHANEY WILL DEPART FRANKFURT EVE OF SEPT 24 ON AIR FRANCE FLT 747 TO PARIS. PLEASE ARRANGE FOLLOWING HOTEL ACCOMMODATIONS: MINIKES-SINGLE WITH BATH AT INTERCONTINENTAL OR OTHER SUITABLE HOTEL IN FRANKFURT EVE OF SEPT 24; SINGLE WITH BATH AT KONIGSHOF HOTEL IN BONN EVES OF SEPT 25, 26 WITH SINGLE WITH BATH AT PLAZA OR OTHER SUITABLE HOTEL IN HAMBURG EVE OF SEPT 27. GOLOVEN-SINGLE WITH BATH AT INTERCONTINENTAL HOTEL IN FRANKFURT EVE OF SEPT 23; SINGLE WITH BATH AT KONIGSHOF HOTEL IN BONN EVES OF SEPT 24, 25, 26. SINGLE WITH BATH AT PLAZE HOTEL IN HAMBURG EVE OF SEPT 27. CHENEY-SINGLE WITH BATH AT INTERCONTINENTAL HOTEL IN FRANKFURT EVE OF SEPT 23.

3. ALSO PLEASE ARRANGE SCHEDULE OF CALLS. GOLOVEN AND CHENEY WOULD LIKE TO SPEND MORNING OF SEPT 24 TOGETHER AT KFW IN FRANKFURT (INCLUDING A MEETING WITH EDGAR JUNG, IF POSSIBLE). FOR AFTERNOON OF SEPT 24, PLEASE ARRANGE INDIVIDUAL VISITS FOR MESSRS GOLOVEN AND CHENEY WITH APPROPRIATE OFFICIALS AT AKA AND BUNDESBANK (INCLUDING A MEETING WITH WILHELM TISCHEL AT BUNDESBANK, IF POSSIBLE). IN BONN ON SPET 27, MINIKES AND GOLOVEN WOULD LIKE TO MEET WITH APPROPRIATE OFFICIALS AT THE ECONOMICS MINISTRY (INCLUDING SCHELE) AND WITH U.S. TREASURY REPRESENTATIVE AND OTHER EMBASSY OFFICIALS AS DESIRABLE. IN HAMBURG ON SEPT 28 MINIKES AND GOLOVEN WOULD LIKE TO MEET WITH OFFICIALS AT HERMES (INCLUDING MR KLAUS KETELBOETER, IF POSSIBLE).

4. TRAVELERS WILL MAKE THEIR OWN AIRPORT ARRANGEMENTS. PLEASE ADVISE GOLOVEN DIRECTLY OF CONFIRMED HOTEL RESERVATIONS. FULL ITINERARY OF TRIP OF MINIKES, GOLOVEN AND CHENEY FOLLOWS: ITALY-GOLOVEN AND CHENEY ARRIVE ROME SEPT 21 DEPART SEPT 23. FRANCE-CHENEY ARRIVES PARIS SEPT 24. MINIKES AND GOLOVEN ARRIVE SEPT 28. MINIKES, GOLOVEN AND CHENEY DEPART SEPT 30. UNITED KINGDON-MINIKES, GOLOVEN AND CHENEY ARRIVE SEPT 30. CHENEY DEPARTS OCT 2, MINIKES AND GOLOVEN DEPART OCT 5.

5. APPRECIATE EMBASSY AND CONSULATES ASSISTANCE. ROBINSON
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